

**Dear Suppliers of Durable Medical Equipment, Prosthetics, Orthotics, and Supplies (DMEPOS):**

As most of you may know, Section 302 of the Medicare Modernization Act (MMA) denotes that "...the Secretary shall establish and implement quality standards for suppliers of items and services described...to be applied by recognized independent accreditation organizations" as part of the competitive acquisition of certain items and services. The Centers for Medicare & Medicaid Services (CMS) has contracted with the Research Triangle Institute (RTI), a non-profit research firm based in North Carolina, to assist CMS in the development and implementation of these provisions.

We would like to inform you of a unique opportunity available to small DMEPOS suppliers attending the Spring Medtrade Conference in Las Vegas, NV from April 5-7, 2005. RTI plans to conduct 4 focus groups at the Spring Medtrade Conference to facilitate CMS's understanding of the impact of quality standards, financial standards, accreditation, and the competitive bidding and selection process on ***small DMEPOS suppliers yielding an annual gross revenue of up to \$3 million and/or employing less than or equal to 10 Full Time Equivalents (FTEs)***. We are particularly interested in hearing from the very small DMEPOS suppliers to assist CMS in considering alternatives for the protection of small DMEPOS suppliers. We welcome participation of both accredited and non-accredited suppliers to gain an understanding of the impact to small suppliers. By participating in one of the focus groups, you would have the opportunity to express your thoughts and opinions to CMS regarding the above-mentioned key issues, as well as increase the visibility and collective voice of small DMEPOS suppliers.

Meeting location: ***Riviera Hotel and Casino*** (additional details concerning location will be sent to participants in a follow-up email)

Tentative dates and times for the focus groups are as follows:

Tuesday, April 5, 2005 5:00-6:30 pm

Wednesday, April 6, 2005 1:00-2:30pm and 3:30-5:00pm

Thursday, April 7, 2005 1:00-2:30 pm

To register for one of the focus groups, please contact [ssfocusgroups@rti.org](mailto:ssfocusgroups@rti.org) by **Monday, March 28th**. In your reply, we ask that you ***rank your preferred dates and times and include the following information:***

Name of Business:

Mailing Address:

Phone Number:

Estimated gross revenue (2004):

Is your business accredited? (Y/N) If yes, by whom?:

Number of FTE's (full time equivalents):

Primary product categories offered by your business (e.g. oxygen, mobility aids, etc):

All who are interested are encouraged to register immediately since space is limited to 12 participants per session and registration is on a first-come basis. However, RTI may modify participants to allow participation from the various regions. Input from the various areas is very important. You will be notified if you are selected to participate.

We are also interested in your comments on the above issues. If you are a small DMEPOS supplier attending the Medtrade Conference but will not be attending the focus groups, you may provide us with your feedback by sending your comments to [ssfocusgroups@rti.org](mailto:ssfocusgroups@rti.org).